

CASE STUDY CONSTRUCTION RECEIVABLES? WHY NOT!

When a solar panel installer was being held back because he could not access a bank loan nor could he get his money back fast enough to continue to grow he was capped out at about \$12,000 or work monthly ... and often times had to wait for checks to come in before starting a job which in turn was causing him to lose jobs! This is such a vicious and common "Catch 22" ... but we can solve it.

Whereas our client was doing work for large power companies and energy saving entities we told him we could fund all of his work so long as he kept it spread out over several companies to the maximum of his customer's credit limits.

Nervous at first: He started out by adding \$10,000 of work a month and then doubled his work load several months in a row ... and all the while cash flow was never a problem.

The timing was great for him to do this because the energy credits driving these particular programs went away but before they did he did extremely well all the way around ... a win-win for sure!

If you're a subcontractor or a GC (bonded or not) and need help: Let's talk!